

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Energy Dynamics

#### Illinois Manufacturing Extension Center

#### Aerospace Certification Gives Energy Dynamics a Competitive Edge

**Client Profile:**

Energy Dynamics is a precision machining company that produces customized forgings and castings, and other component parts from steel alloy, aluminum, and bronze. The company employs 13 people at its facility in Machesney Park, Illinois.

**Situation:**

With a goal to double its revenues in five years, Energy Dynamics was focused on diversifying its customer base, specifically into the aerospace industry. The company had ISO 9001:2000 certification and a strong reputation for quality built over nearly 30 years in business. However, the company wanted to pursue AS9100 certification, a comprehensive quality system for the aircraft, space and defense industries, to acquire an edge in the competitive aerospace market. Company leaders were stretched thin dealing with a growing business and needed support to work through the complex certification process. Energy Dynamics contacted the Illinois Manufacturing Extension Center (IMEC), a NIST MEP network affiliate, for help.

**Solution:**

IMEC and Energy Dynamics worked together to develop a plan for achieving AS9100 certification, identify goals for the process and map out a timeframe for implementation. Company leaders managed the work internally with the IMEC consultant reviewing progress, serving as a sounding board to prepare the company for the certification audit and working on-site as needed to keep the project on track. As a result of IMEC's assistance, Energy Dynamics successfully completed its AS9100 audit, gained immediate credibility with customers in a new industry, and created a workforce united around a common goal.

**Results:**

- \* Achieved AS9100 certification.
- \* Anticipated sales increase of \$500,000.
- \* Achieved a more competitive and profitable position.

**Testimonial:**

IMEC's business model is geared toward small and mid-sized businesses. Their people are seasoned professionals who are proud of what they know and what they do."

Patrick Bye, President